



---

**VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP:  
VIRGINIA'S ECONOMIC DEVELOPMENT STRATEGY  
AND REGIONAL APPROACH**

**CHARLEY MAJORS, CHAIRMAN  
JEFF ANDERSON, EXECUTIVE DIRECTOR**

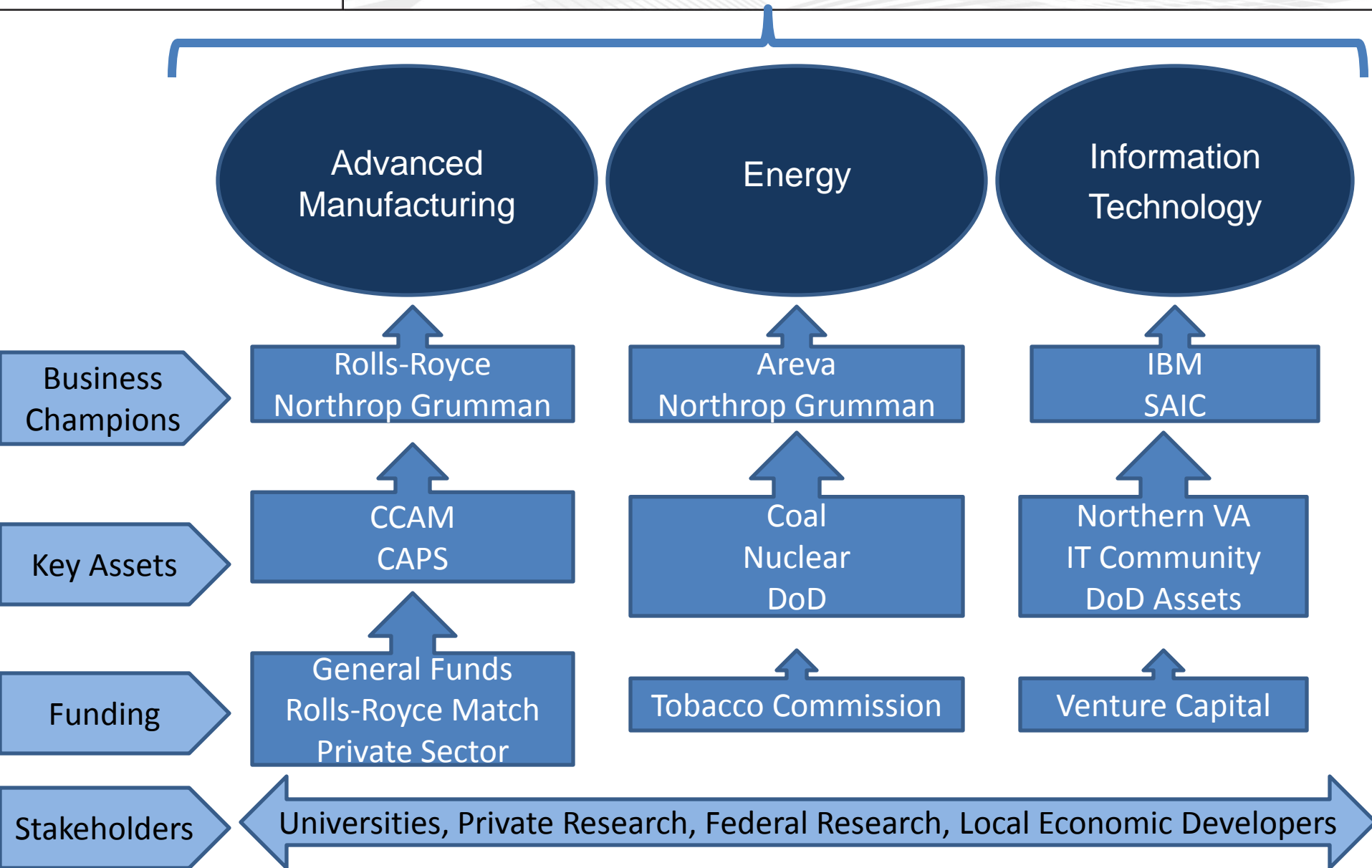
- Recent successes
  - SAIC - Headquarters
  - Hilton - Headquarters
  - AREVA / Northrop Grumman- Advanced Manufacturing
  - Vaughan Bassett – Manufacturing
  - CGI – Information Technology
- Return on Investment
- Engagement with Existing Industry Leaders
- Integration of Universities

## RECENT ACCOLADES FOR THE COMMONWEALTH

- *Forbes.com*: Virginia is the Best State for Business for the fourth year in a row
- CNBC: Virginia is “America's Top State for Business” for the second time in three years
- Pollina Corporate Real Estate: Virginia is a Top Pro-Business State
- Presidential "E Star" Award  
Virginia received the nation's highest award for the promotion of export business

- A Facilitator of State Economic Development Strategy
- An Ally for Virginia's Communities & Regions
- An International Gateway for Virginia Companies
- A Revenue Generator for Virginia's Citizens

## FOCUS ON GROWING INDUSTRY SECTORS



- Target sector for mega projects
- Requires a regional approach to win game-changing projects
- Significant workforce development needs
- Pooling resources is critical:
  - Tobacco Commission
  - Local/regional players
  - Commonwealth's contributions
  - Target capital-rich markets

- Virginia must have necessary assets, physical and workforce, in order to successfully compete for advanced manufacturing projects:
  - Identified sites
  - Shovel ready pads
  - Plans for site development
  - Workforce programs
  - Incentives

## HOW THE STATE CAN HELP

- Help communities position themselves for major projects
- Grant program for local/regional economic development sites
- Communities need assistance to perform preliminary engineering studies
- Having this work done in advance of a major prospect visit positions a community for a victory

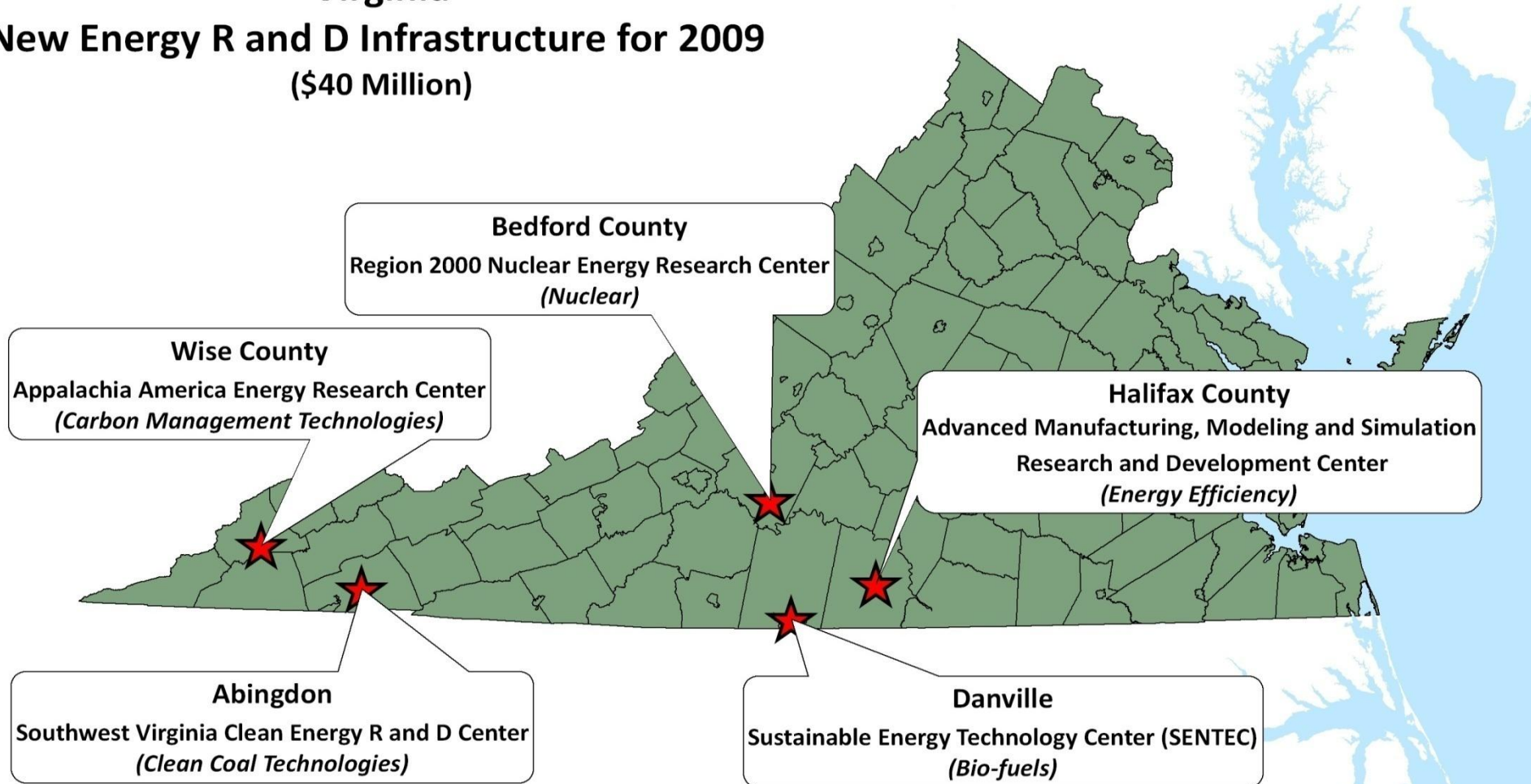


- Interagency Task Force for Energy Project Recruitment
  - Align message, programs and resources
- Develop new incentives for recruitment
  - Revise Solar PV Manufacturing Incentive Grant Program
- TIC's R&D Commercialization Investments
  - TIC provided \$100 million for R&D in SRI's target sectors, not just energy
  - Require matching funds to leverage additional investment
  - Rapidly commercializable R&D projects given strongest consideration

## TARGET SECTOR: ENERGY IN VIRGINIA

### Virginia

### New Energy R and D Infrastructure for 2009 (\$40 Million)



## POTENTIAL NEW GREEN JOBS IN VIRGINIA

Project*	Business	New Jobs	Investment (millions)
A	Vertical axis wind turbines	287	\$27
B	Biodiesel manufacturing	50	\$65
C	Amorphous solar	150	\$27
D	Solar photovoltaic panels	820	\$272
E	Municipal solid waste to ethanol	100	\$157
F	Solar thermal panel assembly	88	\$7
G	Construction and demolition waste to boiler fuel	50	\$6
H	Agricultural waste to renewable fuels	60	\$67
I	High-efficiency batteries	1,000	\$500
J	Recycled waste oil to base lubricants	50	\$60

\* Company names are omitted to protect confidentiality.

- Alignment between overall strategy and regional focus
- Invest in sites and infrastructure to compete
- Workforce programs developed to meet target and existing industry needs
- Alignment of all assets and incentives are needed to implement a successful regional strategy



**THANK YOU!**